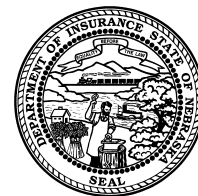


STATE OF NEBRASKA

DEPARTMENT OF INSURANCE

L. Tim Wagner

Director



Mike Johanns

Governor

Revised: January 5, 1999

APPROVED COURSE LIST

TWO-YEAR CONTINUING EDUCATION REQUIREMENTS

INDEPENDENT STUDY/NATIONAL EXAMINATIONS, ETC.

Included within this listing are the Independent Study, National courses (such as CLU, CPCU, LUTC, etc.), College and University Courses and a comprehensive company listing. We recommend you write the Department periodically for the most current listing.

This list does not include information regarding Seminars, Workshops that will be given in the Nebraska area. The approved course list for Seminars and Workshops is available from the Department upon request.

Hours earned to comply with the two-year continuing education requirement must relate to the line or lines of insurance the individual is licensed to solicit.

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Independent Study, National Examinations, etc.

The following courses are sponsored on an independent study, class attendance or informal study group basis. For information regarding registration, class attendance, location, etc., please contact the sponsor representative indicated.

**AMC PUBLISHING COMPANY
620 Lakeview Road
Clearwater, FL 34616-3336**

Sponsor Representative: Nolan Cage (800)933-9449
(813)446-1100

THE PRINCIPLES OF LIFE INSURANCE
SS4438 - 12 HRS LIFE

CONTEMPORARY ANNUITY PRODUCTS
SS4486 - 12 HRS LIFE

CONCEPTS AND COVERAGE'S OF LIFE AND HEALTH INSURANCE
SS4633 - 12 HRS LH

DISABILITY INSURANCE: THE UNTAPPED MARKET
SS4897 - 12 HRS LH

LONG TERM CARE: A GROWING MARKET
SS4972 - 14 HRS HEALTH, 2 HRS ETHICS HEALTH

**THE AMERICAN COLLEGE
270 Bryn Mawr Avenue
Bryn Mawr, PA 19010-2196**

Sponsor Representative: Cheryl L. Smith (610)526-1490

INCOME TAXATION - HS321
NC0026 - 2 HRS LH; 22 HRS GEN

INDIVIDUAL LIFE INSURANCE - HS323
NC0028 - 8 HRS LH; 2 HRS PC; 14 HRS GEN

LIFE INSURANCE LAW (REVISED) - HS324
NC0029 - 24 HRS LIFE (cannot receive credit for NC6545, NC6546 and NC29)

GROUP BENEFITS AND SOCIAL INSURANCE - HS325
NC0030 - 22 HRS LH; 2 HRS GEN

PENSIONS AND OTHER RETIREMENT PLANS - HS326
NC0031 - 24 HRS LH

INVESTMENTS - HS328
NC0033 - 22 HRS LH; 2 HRS GEN

WEALTH ACCUMULATION PLANNING - HS329
NC0034 - 12 HRS LH; 12 HRS GEN

FUNDAMENTALS OF ESTATE PLANNING I - HS330
NC0035 - 20 HRS LH; 4 HRS GEN

PLANNING FOR BUSINESSOWNERS AND PROFESSIONALS - HS331
NC0036 - 12 HRS LH; 12 HRS GEN

FINANCIAL PLANNING APPLICATIONS - HS332
NC0037 - 24 HRS LH

ADVANCED ESTATE PLANNING I - GS511
NC0038 - 20 HRS LH; 4 HRS GEN

ADVANCED ESTATE PLANNING II - GS816
NC0039 - 24 HRS LH

EXECUTIVE COMPENSATION - GS842
NC0040 - 24 HRS LH

BUSINESS TAX PLANNING - GS845
NC0043 - 22 HRS LH; 2 HRS GEN

BUSINESS VALUATION - GS812
NC0049 - 4 HRS LH; 20 HRS GEN

ADVANCED PENSION AND RETIREMENT PLANNING II - GS843
NC1643 - 24 HRS LH (Replaces #0041 - cannot receive credit for both)

ADVANCED PENSION AND RETIREMENT PLANNING I - GS814
NC1644 - 24 HRS LH (Replaces #0042 - cannot receive credit for both)

PERSONAL TAX PLANNING - GS817
NC1645 - 24 HRS GEN (Replaces #0048 - cannot receive credit for both)

FUNDAMENTALS OF ESTATE PLANNING II - HS334
NC1867 - 24 HRS LH

CHOOSING THE BEST QUALIFIED RETIREMENT PLAN - CE110
NC3149 - 4 HRS LIFE

WEALTH ACCUMULATION PLANNING AND THE ROLE OF INSURANCE - CE111
NC3150 - 6 HRS LIFE

SOCIAL SECURITY - CE112
NC3151 - 4 HRS LIFE

INTRODUCTION TO ESTATE AND GIFT TAX PLANNING - CE113
NC3152 - 4 HRS LIFE

INTRODUCTION TO RETIREMENT PLANNING - CE114
NC3153 - 4 HRS LH

DISABILITY INCOME INSURANCE - CE115
NC3154 - 4 HRS LH

THE USE OF LIFE INSURANCE IN ESTATE PLANNING - CE116
NC3155 - 4 HRS LIFE

FEDERAL GIFT TAXATION - CE117
NC3156 - 4 HRS LIFE

NON-QUALIFIED DEFERRED - COMPENSATION PLANS - CE118
NC3157 - 4 HRS LIFE

THE VALUATION OF A CLOSELY HELD BUSINESS- CE119
NC3158 - 4 HRS LIFE

CHARITABLE GIVING AS AN ESTATE PLANNING TECHNIQUE - CE120
NC3159 - 4 HRS LIFE

HS 315 - PROPERTY AND LIABILITY INSURANCE
NC4080 - 24 HRS PC

INSURANCE & FINANCIAL PLANNING FOR THE OLDER CLIENT - CE150
NC4127 - 24 HRS LH

FINANCIAL STATEMENT ANALYSIS- GS803
NC4128 - 24 HRS GENERAL (cannot receive credit for NC1646 and NC4128)

GS 811 SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT
NC4399 - 24 HRS LH

CE 153 RETIREMENT SAVINGS PLAN
NC5203 - 24 HRS LIFE

HS 312 GROUP HEALTH INSURANCE
NC5590 - 24 HRS HEALTH

HS 341 SELECTED RETIREMENT PLAN TOPICS
NC5736 - 24 HRS LIFE

HS 313 INDIVIDUAL HEALTH INSURANCE
NC5809 - 24 HRS LH

HS 318 INSURANCE AND FINANCIAL PLANNING
NC5822 - 24 HRS GEN

HS 342 EXECUTIVE COMPENSATION
NC5887-24 HRS LH

HS 340 MANAGED CARE AND OTHER HEALTH INSURANCE TOPICS
NC5991 - 24 HRS LH

FAMILY BUSINESS SUCCESSION PLANNING I
NC6537 - 24 HRS LH

FAMILY BUSINESS SUCCESSION PLANNING II
NC6538 - 24 HRS LH

HS 124 LEGAL ASPECTS OF LIFE INSURANCE PART 1
NC6545 -24 HRS LIFE (cannot receive credit for NC29 and NC6545)

HS 224 LEGAL ASPECTS OF LIFE INSURANCE

NC6546 - 24 HRS LIFE (cannot receive credit for NC29 and NC6546)

CE 154 LONG TERM CARE INSURANCE

SS6663 - 20 HRS LH

CE 104 FINANCIAL PLANNING 2000

SS6783 - 24 HRS LH

GS 810 FINANCIAL INSTITUTIONS

NC6974-24 HRS LH

GS 831 ETHICS AND HUMAN VALUES

NC6975 - 24 HRS ETHICS

HS 335 LIFE INSURANCE REGULATION, COMPLIANCE AND THE POLITICAL PROCESS

NC7031-24 HRS LIFE

CE 122-QUALIFIED RETIREMENT PLANS PART I

SS7441 - 4 HRS LIFE

CE 123-QUALIFIED RETIREMENT PLANS PART II

SS7442 - 4 HRS LIFE

CE 124-THE BASICS OF CHARITABLE GIVING THROUGH LIFE INSURANCE

SS7443 - 4 HRS LIFE

CE 125-SOPHISTICATED METHODS OF CHARITABLE GIVING THROUGH LIFE INSURANCE

SS7444 - 4 HRS LIFE

AMERICAN EDUCATIONAL INSTITUTE, INC.

170 Mt. Airy Road, P.O. BOX 356

Basking Ridge, NJ 07920

Sponsor Representative: Fred A. Koernig

(800)631-8183

INTRODUCTION TO INSURANCE: FIRST PARTY COVERAGES

SS3098 - 22 HRS PC

LAW OF INSURANCE: AUTOMOBILE LIABILITY AND UNINSURED MOTORISTS

SS3099 - 24 HRS PC

LAW OF INSURANCE: GENERAL LIABILITY

SS3100 - 24 HRS PC

HOMEOWNERS INSURANCE

SS3101 - 24 HRS PC

COMMERCIAL PROPERTY COVERAGE

SS3102 - 24 HRS PC

YACHT INSURANCE

SS3103 - 17 HRS PC

WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY POLICY
SS4010 - 15 HRS PC

LAW OF AUTOMOBILE INSURANCE: FIRST PARTY COVERAGES AND NO FAULT
SS4011 - 22 HRS PC

LIABILITY INSURANCE PRINCIPLES
SS4012 - 13 HRS PC

PROPERTY INSURANCE PRINCIPLES
SS4013 - 18 HRS PC

HOMEOWNERS: LIABILITY COVERAGES
SS4014 - 21 HRS PC

INLAND MARINE COVERAGES
SS4015 - 16 HRS PC

FUNDAMENTALS IN COVERAGE & CLAIMS LAW
SS5388 - 15 HRS ETHICS GENERAL

AVOIDING BAD FAITH CIVIL LIABILITY IN HANDLING SUSPICIOUS CLAIMS
SS5389 - 13 HRS PC

RECOGNIZING FRAUD
SS5390 - 12 HRS PC

AMERICAN INSTITUTE FOR CHARTERED PROPERTY AND CASUALTY UNDERWRITERS
720 Providence Road
Malvern, PA 19355-0770

Sponsor Representative: James F. Fryer (610)644-2100 ext. 7528

ETHICS, INSURANCE PERSPECTIVES, AND INSURANCE CONTRACTS ANALYSIS (CPCU 1)
NC3969 - 4 HRS PC; 20 HRS GEN; 6 ETHICS GENERAL

PERSONAL RISK MANAGEMENT AND INSURANCE (CPCU 2)
NC0134 - 8 HRS LH; 8 HRS PC; 8 HRS GEN

COMMERCIAL PROPERTY RISK MANAGEMENT AND INSURANCE (CPCU 3)
NC0135 - 24 HRS PC

COMMERCIAL LIABILITY RISK MANAGEMENT AND INSURANCE (CPCU 4)
NC0136 - 24 HRS PC

INSURANCE COMPANY OPERATIONS (CPCU 5)
NC0137 - 24 HRS GEN

THE LEGAL ENVIRONMENT OF INSURANCE (CPCU 6)
NC0138 - 24 HRS GEN

MANAGEMENT (CPCU 7)
NC0139 - 24 HRS GEN

ACCOUNTING AND FINANCE (CPCU 8)
NC0140 - 12 HRS PC; 12 HRS GEN

ECONOMICS (CPCU 9)
NC0141 - 24 HRS GEN

INTRODUCTION TO UNDERWRITING
NC5336 - 18 HRS PC

IR 201 - INSURANCE REGULATION
NC5650 - 30 HRS 6 ETHICS GENERAL

AU 65-COMMERCIAL UNDERWRITING: PRINCIPLES AND PROPERTY
NC5928-24 HRS PC

AU 66-COMMERCIAL UNDERWRITING: LIABILITY AND ADVANCED TECHNIQUES
NC5929-24 HRS PC

USLI 161 SURPLUS LINES INSURANCE PRINCIPLES & ISSUES
NC6236 - 24 HRS PC

ASLI 162 SURPLUS LINES INSURANCE PRACTICES
NC6498 - 24 HRS PC

API 28 PERSONAL INSURANCE - UNDERWRITING & MARKET PRACTICES
NC6499 - 24 HRS PC

AAI 81 - PRINCIPLES OF INSURANCE PRODUCTS
NC6500 - 24 HRS PC

AAI 82 - MULTIPLE LINES INSURANCE PRODUCTS
NC6501 - 24 HRS PC

API 29 -PERSONAL INSURANCE: SERVICES, MANAGEMENT & ISSUES
NC6957 - 24 HRS PC

AMWEST SURETY INSURANCE COMPANY
6320 Canoga Avenue
Woodland Hills, CA 91367

Sponsor Representative: Neil Pont (818)592-3603

SURETY UNDERWRITING I
SS6121 - 7 HRS PC

BENEFITS DESIGN OF AMERICA
4439 LYNDAL AVE SOUTH
MINNEAPOLIS, MN 55409

Sponsor Representative: Charlotte A. Campion (612)823-1325

ALL ABOUT ANNUITIES
SS6740 - 3 HRS LIFE OR ANNUITIES

BR EDUCATIONAL PRODUCTIONS, INC.
1951 South Pershing Drive
Lincoln, NE 68502

Sponsor Representatives: Robert Rydman (402)423-1671
Shirley Rydman (402)423-1671

ETHICS AND THE AMERICAN INSURANCE BUSINESS
SS6596 - 6 HRS ETHICS

BROKERS LICENSE SERVICES, INC.
144 East 37th Street
New York, NY 10016

Sponsor Representative: Barbara Harvey (212)679-4600

PENSION PLANNING TRAINING (Pictorial course)
IC0054 - 24 HRS LH (cannot receive credit for SS0054 and IC0054)

DISABILITY INCOME TRAINING COURSE (Pentera course)
IC1085 - 18 HRS LH (cannot receive credit for SS1085 and IC1085)

FINANCIAL PRODUCTS TRAINING (Pictorial course)
IC1624 - 18 HRS LH (cannot receive credit for SS1624 and IC1624)

TOTAL NEEDS APPROACH TO INSURANCE PLANNING (Pentera course)
IC2069 - 24 HRS LH (cannot receive credit for SS2069 and IC2069)

FINANCIAL PLANNING PROCESS (Pictorial course)
IC2072 - 24 HRS LH (cannot receive credit for SS2072 and IC2072)

BUSINESS INSURANCE CONCEPTS (Pictorial course)
IC2210 - 24 HRS LH (cannot receive credit for SS2210 and IC2210)

RETIREMENT PLANNING PRINCIPLES (Pentera course)
IC3174 - 24 HRS LH (cannot receive credit for SS3174 and IC3174)

ANNUITIES (Merritt Company)
IC3517 - 12 HRS LIFE (cannot receive credit for SS3517 and IC3517)

VARIABLE CONTRACTS (Merritt Course)
IC3676 - 12 HRS LIFE (cannot receive credit for SS3676 and IC3676)

TARGET ETHICS (Pentera course)
SS4064 - 16 HRS ETHICS GENERAL (cannot receive credit for IC4064 and SS4064)

BUSINESS INSURANCE (Merritt course)
IC4215 - 12 HRS LH (cannot receive credit for SS4215 and IC4215)

ADVANCED MARKET MANUAL & ORIENTATION (Pentera course)
SS4369 - 24 HRS LIFE (cannot receive credit for IC4369 and SS4369)

NEBRASKA INSURANCE ETHICS (Pictorial course)
IC4653 - 6 HRS ETHICS GENERAL (cannot receive credit for SS4653 and IC4653)

PENSION & PROFIT SHARING (Merritt course)
IC4660 - 12 HRS LIFE (cannot receive credit for SS4660 and IC4660)

PENSION PLANNING CONCEPTS
IC4984 - 24 HRS LIFE (cannot receive credit for SS4984 and IC4984)

ESTATE PLANNING (Merritt course)
IC5051 - 12 HRS LIFE (cannot receive credit for course SS5051 and IC5051)

VARIABLE UNIVERSAL LIFE
IC5571 - 12 HRS LIFE (cannot receive credit for SS5571 and IC5571)

SENIOR NEEDS PLANNING
IC6309 - 18 HRS LH (cannot receive credit for SS6309 and IC6309)

FINANCIAL CROSSROADS
SS7317 - 24 HRS LIFE

QUALIFIED RETIREMENT PLANS
SS7318 - 15 HRS LIFE

BUSINESS INSURANCE
SS7319 - 12 HRS LIFE

CAREER ACHIEVEMENT
822 South 48th Street
Lincoln, NE 68508

Sponsor Representative: Richard Peters (402)483-5000

SURVEY OF ADVANCED SALES (Dearborn course)
SS0107 - 24 HRS LIFE

DWELLING & HO COVERAGE
SS0660 - 10 HRS PC

COMMERCIAL AUTO COVERAGE
SS0666 - 12 HRS PC

COMMERCIAL INLAND MARINE
SS0668 - 12 HRS PC

COMMERCIAL PROPERTY COVERAGE
SS1486 - 12 HRS PC

401 (K) PLANS
SS2166 - 16 HRS LH (cannot receive credit for SS2166 and IC2166)

SECTION 125 CAFETERIA PLANS
SS2236 - 16 HRS LH

DISABILITY INCOME INSURANCE
SS2391 - 16 HRS LH

QUALIFIED RETIREMENT PLANS
SS2736 - 15 HRS LH

ROLLOVERS
SS2738 - 14 HRS LH

SIMPLIFIED EMPLOYEE PENSIONS
SS2739 - 12 HRS LIFE

KEY EXECUTIVE BENEFITS
SS2911 - 20 HRS LIFE

ANNUITIES
SS3517 - 12 HRS LIFE

LONG TERM CARE
SS3518 - 12 HRS HEALTH

MEDICARE SUPPLEMENT INSURANCE
SS3555 - 12 HRS HEALTH

VARIABLE CONTRACTS
SS3676 - 12 HRS VARIABLE CONTRACTS

BUSINESS INSURANCE
SS4215 - 12 HRS LH

ANNUITIES
SS4316 - 24 HRS LIFE

ESTATE PLANNING
SS4317 - 24 HRS LIFE (cannot receive credit for SS4145, IC4145, SS4317, SA4169, SS101, SS6589, IC6590)

INVESTMENT PLANNING
SS4335 - 24 HRS LIFE

CHARITABLE GIVING THROUGH LIFE INSURANCE
SS4502 - 16 HRS LIFE (cannot receive credit for Dearborn course SS2417 and SS4502)

ETHICS
SS4671 - 13 HRS ETHICS (cannot receive credit for Dearborn course SS3818 and SS4671)

INTRODUCTION TO ANNUITIES
SS4672 - 12 HRS LIFE (cannot received credit for AMC Publishing course SS4486 and SS4672)

ETHICS: A BASIC COURSE
SS4673 - 6 HRS ETHICS (cannot receive credit for Merritt course SS3845 and SS4673)

LONG-TERM CARE (Dearborn course)
SS4805 - 17 HRS HEALTH

RETIREMENT PLANNING
SS4909 - 24 HRS LIFE (cannot receive credit for Dearborn course SS4251 and SS4909)

BUSINESS INSURANCE
SS4910 - 24 HRS LH (cannot receive credit for Dearborn course SS0094 and SS4910)

INTRODUCTION TO FINANCIAL PRODUCTS

SS5156 - 24 HRS LIFE (cannot receive credit for Dearborn course SS5157 and SS5156)

ETHICS FOR THE PROPERTY - CASUALTY INSURANCE PROFESSIONAL

SS5233 - 15 HRS ETHICS PC (cannot receive credit for Dearborn course SS5233 and SS5233)

UNDERSTANDING HOMEOWNERS INSURANCE (Dearborn course)

SS5309 - 24 HRS PC

UNDERSTANDING PERSONAL AUTO INSURANCE (Dearborn course)

SS5371 - 10 HRS PC

403 (b) PLANS

SS5394 - 24 HRS LIFE

UNDERSTANDING PERSONAL UMBRELLA INSURANCE (Dearborn course)

SS5486 - 15 HRS PC

SIMPLIFIED EMPLOYEE PENSIONS - CAPSTONE FINANCIAL TRAINING INC.

SS5856 - 6 HRS LIFE

LIVING TRUSTS-CAPSTONE TRAINING INC.

SS5917 - 6 HRS LIFE

LONG-TERM CARE - CAPSTONE FINANCIAL TRAINING INC.

SS5918 - 12 HRS HEALTH

401(K) PLANS - CAPSTONE FINANCIAL TRAINING INC.

SS5919 - 8 HRS LIFE

ANNUITIES - CAPSTONE FINANCIAL TRAINING INC.

SS5920 - 5 HRS LIFE

IRA CONTRIBUTIONS

SS6215 - 6 HRS LIFE

IRA DISTRIBUTION

SS6216 - 6 HRS LIFE

QUALIFIED PLAN TO IRA ROLLOVERS

SS6217 - 6 HRS LIFE

IRA TO IRA ROLLOVER

SS6218 - 6 HRS LIFE

ETHICS FOR INSURANCE PROFESSIONALS

SS6261 - 6 HRS ETHICS

SIMPLE PLANS

SS6462 - 6 HRS LIFE

ESTATE PLANNING

SS6590 - 24 HRS LH (cannot receive credit for SS6590, SS6589, SS4145, IC4145, SS4317, SA4169 and SS101)

CENTER FOR VIDEO EDUCATION, INC.

**56 Layette Avenue
North White Plains, NY 10603**

Sponsor Representative: Gail Grollman

(914)428-9620 ext. 637

CGL: ISSUES AND PERSPECTIVE

SS6330 - 7 HRS PC

WORKERS COMPENSATION ON THE CUTTING EDGE

SS6535 - 6 HRS PC

REINSURANCE TRADITION IN TRANSITION

SS6667 - 6 HRS PC

COLLEGE FOR FINANCIAL PLANNING

**4695 S. Monaco Street
Denver, CO 80237**

Sponsor Representative: Anji Siegel

(303)220-1200

CFP-I FINANCIAL PLANNING PROCESS & INSURANCE

NC5263 - 12 HRS LH; 12 HRS PC; 6 HRS ETHICS

CFP-III INVESTMENTS

NC0258 - 24 HRS LH

CFP-IV TAX PLANNING AND MANAGEMENT

NC0259 - 24 HRS LH

CFP-V RETIREMENT PLANNING AND EMPLOYEE BENEFITS

NC1160 - 24 HRS LH

CFP-VI ESTATE PLANNING

NC1161 - 24 HRS LH

FINANCIAL PARAPLANNER PROGRAM

NC2045 - 24 HRS LH

TAX PREPARER I: INDIVIDUAL TAX RETURNS

SS3712 - 24 HRS LH

TAX PREPARER II: PARTNERSHIPS, CORPORATIONS AND FIDUCIARY TAX RETURNS

SS3713 - 24 HRS LH

CHARTERED MUTUAL FUND COUNSELOR

SS5885- 24 HRS LIFE

CHARTERED RETIREMENT PLANNING COUNSELOR

SS7257 - 24 HRS LH

CURTIS AND ASSOCIATES EDUCATIONAL SERVICES
127 Lakecrest Drive, N.E.
Milledgeville, GA 31061

Sponsor Representative: Jerry L. Curtis

(912)452-8056

ESTATE PLANNING
SS0924 - 6 HRS LH

DEARBORN FINANCIAL PUBLISHING, INC.
155 N. Wacker Drive
Chicago, IL 60606-1719

Sponsor Representative: Karen Carson

(800) 621-9621 Ext. 4623

BUSINESS INSURANCE
SS0094 - 24 HRS LIFE

FRATERNAL - BASICI
SS0098 - 21 HRS LIFE

FRATERNAL - INTERMEDIATE II
SS0099 - 24 HRS LH

FRATERNAL - ADVANCED III
SS0100 - 24 HRS LH

FRATERNAL - GRADUATE II
SS0102 - 24 HRS LIFE

SURVEY OF ADVANCED SALES
SS0107 - 24 HRS LH

TOTAL NEEDS SELLING
SS0109 - 22 HRS LH

TRAINING COURSE FOR THE HOME SERVICE AGENT
SS0110 - 8 HRS LH

INDIVIDUAL AND FAMILY MARKETS
SS0171 - 3 HRS LH

PRINCIPLES OF HEALTH AND DISABILITY INSURANCE SELLING
SS0172 - 3 HRS LH

PASSTRACK SERIES 6
SS1332 - 24 HRS LH

PASSTRACK SERIES 7
SS1333 - 24 HRS LH

PASSTRACK SERIES 22 PLUS
SS 1334 - 16 HRS LH

PASSTRAK SERIES 63
SS 1347 - 6 HRS LH

401 (K) PLANS REVISED
SS2166 - 24 HRS LIFE (cannot receive credit for SS2166 and IC2166)

DISABILITY INCOME INSURANCE
SS2391 - 24 HRS LH

KEY EXECUTIVE BENEFITS
SS2911 – 20 HRS LIFE

ANNUITIES
SS4048 - 24 HRS LIFE (cannot receive credit for SS4048, IC4048, IC5487 and SA4168)

CLAIMS BASIC
SS4094 - 12 HRS PC

PASSKEY LIFE
SS4143 - 20 HRS LIFE

PASSKEY HEALTH
SS4144 - 10 HRS HEALTH

INTRODUCTION TO GROUP INSURANCE
SS4738 – 19 HRS LH

LONG-TERM CARE, 2nd EDITION
SS4805 - 17 HRS HEALTH

PENSION AND PROFIT SHARING
SS4961 - 24 LIFE (cannot receive credit for SS4961, IC4961, SS105 and IC105)

INTRODUCTION TO FINANCIAL PRODUCTS
SS5156 - 24 HRS LIFE (cannot receive credit for course SS5157 and SS5156)

FRATERNAL-GRADUATE III
SS5157 - 24 HRS LIFE (cannot receive credit for course SS5156 and SS5157)

ETHICS FOR THE PROPERTY-CASUALTY INSURANCE PROFESSIONAL
SS5233 - 15 HRS PC ETHICS

UNDERSTANDING PERSONAL AUTO INSURANCE
SS5371 - 10 HRS PC (cannot receive credit for course SS5371 and IC5371)

UNDERSTANDING PERSONAL UMBRELLA INSURANCE
SS5486 - 15 HRS PC (cannot receive credit for course SS5486 and IC5486)

VARIABLE CONTRACTS
SS5690 - 12 HRS VARIABLE CONTRACTS (cannot receive credit for SS5690 and IC5690)

CONTRACT: MUTUAL FUND BASICS & BEYOND
SS5853 - 15 HRS VARIABLE CONTRACTS

UNDERSTANDING IRAs AND SEPS
SS5959 - 12 HRS LIFE

DISTRIBUTIONS OF QUALIFIED PLANS

SS6171 - 24 HRS LIFE (cannot receive credit for IC6171 and SS6171)

FICF GRADUATE I 6TH ED.

SS6589 - 24 LH (cannot receive credit for SS6589, SS6590, SS4145, IC4145, SS4317, SA4169 and SS101)

ESTATE PLANNING, DEARBORN PUBLISHING 6TH ED

SS6590 - 24 LH (cannot receive credit for SS6590, SS6589, SS4145, IC4145, SS4317, SA4169 and SS101)

RECOMMENDING MUTUAL FUNDS

SS6735 - 3 LIFE OR VARIBALE CONTRACTS

VARIABLE CONTRACTS

SS6736 - 4 LIFE OR VARIABLE CONTRACTS

PRINCIPLES OF RETIREMENT PLANNING, 2nd EDITION

SS6892 -24 LIFE

ETHICS FOR THE INSURANCE PROFESSIONALS, 2nd EDITION

SS6939- 24 ETHICS GENERAL (cannot receive credit for IC6939 and SS6939)

QUALIFIED RETIERMENT PLANS I

SS7233 - 16 HRS LIFE

QUALIFIED RETIREMENT PLANS II

SS7265 -17 HRS LIFE

UNDERSTANDING IRAS

SS7280 -16 HRS LIFE (can not receive credit for SS7346 and SS7280)

DESIGNING FINANCIAL STRATEGIES

SS7281 -23 HRS LIFE

ASSET ALLOCATION

SS7539 – 4 HRS GENERAL

SENIOR NEEDS PLANNING

SS7540 – 18 HRS LIFE

INTRODUCATION TO LIFE UNDERWRITING

SS7541 – 15 HRS LIFE (cannot receive credit for SS7541 & SS55, IC97, SS97, SA3351, IC3551, SA3980, SS4357 & SA7527)

SUITABILITY

SS7615 – 4 HRS LIFE

DIVERSIFIED SOLUTIONS, INC.

P.O. Box 3787

Plymouth, MA 02361

Sponsor Representative: James G. Kerchner

(508)746-6995

BUSINESS INSURANCE - ADVANCED SERIES

SS4484 - 24 HRS LH

QUALIFIED RETIREMENT PLANS - ADVANCED SERIES
SS4535 - 24 HRS LIFE

LONG-TERM CARE: SOLVING THE NEED
SS5622 - 16 HRS HEALTH

FINANCIAL CROSSROADS
SS6273 - 24 HRS HEALTH

EDUCATIONAL TRAINING SYSTEMS, INC.
116 Middle Road
Southborough, MA 01772

Sponsor Representative: Lisa Malesky (508)481-3578

AN INTRODUCTION TO INVESTMENTS AND PERSONAL FINANCIAL PLANNING
SS0613 - 24 HRS LH

MASTERING NON-CAN DISABILITY INSURANCE
SS2060 - 12 HRS LH

THE COMPLETE SERIES 6 COURSE
SS2061 - 24 HRS LH

LONG-TERM CARE
SS7342 - 14 HRS HEALTH

ESSEX CORPORATION
215 Gateway Road West
Napa, CA 94558

Sponsor Representative: Miranda Mashburn (707)258-5000

VARIABLE CONTRACTS
SS57 - 4 HRS LH (cannot receive credit for SS57 and IC57)

FINANCIAL PRODUCTS TRAINING COURSE
SS1624 - 20 LIFE (cannot receive credit for SS1624, IC1624 and IC3639)

FINANCIAL PLANNING PROCESS COURSE
SS2072 - 24 HRS LH (cannot receive credit for SS2072 and IC2072)

401 (K) PLANS
SS2166 - 24 HRS LIFE (cannot receive credit for SS2166 and IC2166)

INTRODUCTION TO LIFE INSURANCE
SS2521 - 15 HRS LIFE (cannot receive credit for SS2521, IC2521, IC2176 and IC4598)

RETIREMENT PLANNING
SS3609 - 11 HRS LIFE (cannot receive credit for SS3609 and IC3609)

COMPREHENSIVE ANNUITY CONCEPTS

SS4048 - 24 HRS LIFE (cannot receive credit for SS4048, IC4048, IC5487 and SA4168)

ESTATE PLANNING

SS4145 - 24 HRS LH (cannot receive credit for SS4145, IC4145, SS4317, SA4169, SS101, SS6589 and SS6590)

MUTUAL FUNDS CONCEPTS

SS4840 - 15 HRS LIFE

PENSIONS & PROFIT SHARING

SS4961 - 24 HRS LIFE (cannot receive credit for SS4961, IC4961, SS105 and IC105)

INTRODUCTION TO FINANCIAL PRODUCTS

SS5156 - 24 HRS LIFE (cannot receive credit for SS5156, IC5156 and SS5157)

VARIABLE CONTRACTS II

SS5690 - 12 HRS VARIABLE CONTRACTS (cannot receive credit for SS5690 and IC5690)

DISTRIBUTIONAL FROM QUALIFIED PLANS

SS6171 - 24 HRS LIFE (cannot receive credit for SS6171 and IC6171)

ADVANCE PLANNING FOR SENIOR NEEDS

SS6309 - 18 HRS LH (cannot receive credit for SS6309 and IC6309)

ADVANCED ANNUITIES TRAINING COURSE

SS6491 - 20 HRS LIFE

PRINCIPLES OF RETIREMENT PLANNING

SS6892 - 24 HRS LIFE

UNDERSTANDING IRAs

SS7280 - 16 HRS LIFE (cannot receive credit for SS7280 and SS7346)

INTRODUCTION TO ANNUITIES

SS7391 - 11 LIFE

INTRODUCTION TO SECURITIES

SS7392 - 11 LIFE

ETHICS & PROFESSIONAL STANDARDS OF CONDUCT

SS7393 - ETHICS LIFE & HEALTH

EXAMCO, INC.
6133 Bristol Parkway, Suite 140
Culver City, CA 90230

Sponsor Representative: Cynthia Davidson
Tina Jilbert

(310) 641-0400
(800) 955-7055

PERSONAL AUTOMOBILE RATING - SELF-STUDY

SS0657 - 10 HRS PC

PERSONAL AUTOMOBILE COVERAGE - SELF-STUDY

SS0658 - 10 HRS PC

DWELLING AND HOMEOWNERS RATING - SELF-STUDY

SS0659 - 10 HRS PC

DWELLING AND HOMEOWNERS COVERAGE - SELF-STUDY

SS0660 - 10 HRS PC (cannot receive credit for SA0673 and SS0660)

COMMERCIAL AUTO AND GARAGE RATING - SELF-STUDY

SS0665 - 12 HRS PC

COMMERCIAL AUTO COVERAGE - SELF-STUDY

SS0666 - 12 HRS PC (cannot receive credit for SA0679 and SS0666)

COMMERCIAL INLAND MARINE INSURANCE - SELF-STUDY

SS0668 - 12 HRS PC

WORKERS COMPENSATION - SELF-STUDY

SS0669 - 10 HRS PC

GENERAL LIABILITY COVERAGE

SS1484 - 12 HRS PC

GENERAL LIABILITY RATING

SS1485 - 12 HRS PC

COMMERCIAL PROPERTY COVERAGE

SS1486 - 12 HRS PC

COMMERCIAL PROPERTY RATING

SS1487 - 12 HRS PC

DISABILITY INCOME INSURANCE

SS3335 - 10 HRS HEALTH

ANNUITIES

SS3517 - 12 HRS LIFE

LONG TERM CARE

SS3518 - 12 HRS HEALTH

MEDICARE SUPPLEMENT

SS3555 - 12 HRS HEALTH

VARIABLE CONTRACTS

SS3676 - 12 HRS VARIABLE CONTRACTS

GROUP INSURANCE & HOSPITALIZATION

SS3830 - 12 HRS LH

ETHICS

SS3845 - 12 HRS GEN ETHICS

BUSINESS INSURANCE

SS4215 - 12 HRS LH

UNDERSTANDING LIVING TRUSTS

SS4216 - 12 HRS LH

PENSION & PROFIT SHARING
SS4660 - 12 HRS LIFE

LIFE INSURANCE POLICY COMPARISONS & UNDERWRITING
SS5050 - 12 HRS LIFE

ESTATE PLANNING
SS5051 - 12 HRS LIFE

PERSONAL AUTOMOBILE INSURANCE
SS5052 - 12 HRS PC

NASD SERIES 6
SS5276 - 12 HRS LIFE

COMMERCIAL CRIME COVERAGE
SS5277 - 12 HRS PC

TIME ELEMENT COVERAGES
SS5326 - 12 HRS PC

EMPLOYEE BENEFIT PLANNING
SS5620 - 12 HRS LH

INDIVIDUAL HEALTH INSURANCE
SS5621 - 12 HRS HEALTH

ADVANCED PERSONAL LINES
SS5990 - 12 HRS PC

SOCIAL SECURITY AND MEDICARE
SS6087 - 10 HRS ETHICS

DWELLING AND HOMEOWNERS
SS6426 - 12 HRS PC

MARKET CONDUCT
SS6427 - 12 HRS ETHICS

SERIES 63-CBT
SS6685 - 5 VARIABLE CONTRACTS

SERIES 6-CBT
SS6686 - 19 VARIABLE CONTRACTS

SERIES65-CBT
SS6687 - 11 VARIABLE CONTRACTS

MUTUAL FUNDS-CBT
SS6688 - 5 VARIABLE CONTRACTS

REGULATORY, COMPLIANCE, AND SALES STANDARDS-CBT
SS6689 - 6 ETHICS/LIFE

VARIABLE LIFE INSURANCE-CBT
SS6690 - 6 LIFE OR VARIABLE CONTRACTS

VARIABLE ANNUITIES-CBT
SS6691 - 5 LIFE OR VARIABLE CONTRACTS

ETHICS-CBT
SS6692 - 3 ETHICS/LIFE

RETIREMENT PLANS-CBT
SS6693 - 4 VARIABLE CONTRACTS

MUTUAL FUNDS ANNUAL-CBT
SS7520 - 4 LIFE

GULFCOAST EDUCATION CENTER
2451 McMullen Booth Road, Suite 305
Clearwater, FL 34619

Sponsor Representative: Gary Weaver (813)726-2262

ETHICS AND PROFESSIONALISM
SS6182 - 3 HRS ETHICS

PRINCIPLES OF VARIABLE PRODUCTS
SS6324 - 10 HRS LIFE

HEALTH INSURANCE ASSOCIATION OF AMERICA
555 13th Street NW, Suite 600E
Washington, DC 20004-1109

Sponsor Representative: Robert Cavanaugh (202)824-1853

INDIVIDUAL HEALTH INSURANCE, PART A
NC0903 - 24 HRS HEALTH

INDIVIDUAL HEALTH INSURANCE, PART B
NC0904 - 24 HRS HEALTH

GROUP LIFE AND HEALTH INSURANCE, PART A
NC0905 - 24 HRS HEALTH

GROUP LIFE AND HEALTH INSURANCE, PART B
NC0906 - 24 HRS HEALTH

GROUP LIFE AND HEALTH INSURANCE, PART C
NC0907 - 24 HRS HEALTH

LONG TERM CARE
NC4222 - 24 HRS HEALTH

MANAGED CARE, PART A
NC5565 - 24 HRS HEALTH

MANAGED CARE, PART B
SS6119 - 24 HRS HEALTH

DISABILITY INCOME INSURANCE
SS6120 - 24 HRS LH

SUPPLEMENTAL HEALTH INSURANCE
SS7271 - 24 HRS HEALTH

HUMAN TECHNOLOGY PARTNERSHIP, INC.
158 Main Street
Greenfield, MA 01301

Sponsor Representative: Mark Scarbrough (413)773-5539

401 (k) PLANS
SS2166 – 16 HRS LIFE

DISABILITY INCOME CONCEPTS
IC2948- 8 HRS HEALTH (cannot receive credit for SS2948, IC2948 and SS6726)

LONG TERM CARE
IC2982 - 10 HRS HEALTH (cannot receive credit for SS2982 and IC2982)

MEDICARE AND MEDIGAP INSURANCE
IC4983 - 9 HRS HEALTH (cannot receive credit for SS4983 and IC4983)

SERIES 63
SS6241 - 6 HRS LIFE

SERIES 6
SS6242 - 24 HRS LH

SERIES 7
SS6243 - 24 HRS LH

SUITABILITY AND RISK DISCLOSURE
SS6244 - 4 HRS LIFE

PIECING TOGETHER THE ETHICAL PUZZLE
SS6593 - 10 HRS ETHICS

MUTUAL FUNDS BASIC TRAINING
SS6594 - 3 HRS LIFE (cannot receive credit for SS6595 and SS6594.)

MUTUAL FUNDS- SHORT COURSE- CBT
SS6595 - 3 HRS LIFE (cannot receive credit for SS6594 and SS6595.)

THE ESTATE PLANNING HANDBOOK
SS6737 - 6 HRS LIFE

PRINCIPLES OF ECONOMICS AND INVESTING
SS7240 - 4 HRS GENERAL

INDEPENDENT INSURANCE AGENTS OF NEBRASKA
1023 Lincoln Mall, PO Box 30716
Lincoln, NE 68503

Sponsor Representative: Marsha Merrill

(402)476-2951

MEDICARE - 1992 EDITION
SS3986 - 5 HRS LH

COMMERCIAL PROPERTY PROGRAM - 1991 EDITION
SS3987 - 3 HRS PC

BUSINESS INCOME FORMS - 1992 UPDATE
SS3988 - 4 HRS PC

WORKERS' COMPENSATION - 1992
SS3989 - 7 HRS PC

PERSONAL LINES ENDORSEMENTS - 1991 UPDATE
SS3990 - 4 HRS PC

LIFE INSURANCE PRODUCTS
SS4636 - 12 HRS LIFE

HOMEOWNERS 1991 EDITION
SS4637 - 5 HRS HOMEOWNERS

ETHICS/CONSUMER PROTECTION
SS4638 - 6 HRS GENERAL ETHICS

INSURANCE ACHIEVEMENT, INC.
7330 Highland Road
Baton Rouge, LA 70808

Sponsor Representative: Marianne Murtagh

(800)535-3042

HOME STUDY COURSE-CPCU 1
NC0552 - 4 HRS PC; 20 HRS GEN

HOME STUDY COURSE-CPCU 2
NC0553 - 8 HRS LH; 8 HRS PC; 8 HRS GEN

HOME STUDY COURSE-CPCU 3
NC0554 - 24 HRS PC

HOME STUDY COURSE-CPCU 4
NC0555 - 24 HRS PC

HOME STUDY COURSE-CPCU 5
NC0556 - 24 HRS GEN

HOME STUDY COURSE-CPCU 6
NC0557 - 24 HRS GEN

HOME STUDY COURSE-CPCU 7
NC0558 - 24 HRS GEN

HOME STUDY COURSE-CPCU 8
NC0559 - 12 HRS PC; 12 HRS GEN

HOME STUDY COURSE-CPCU 9
NC0560 - 24 HRS GEN

HOME STUDY COURSE-CPCU 10
NC0561 - 24 HRS GEN

HOME STUDY COURSE-CLU 320
NC0562 - 12 HRS LH; 1 Hr. PC; 11 HRS GEN

HOME STUDY COURSE-CLU 321
NC0563 - 2 HRS LH; 22 HRS GEN

HOME STUDY COURSE-CLU 322
NC0564 - 24 HRS GEN

HOME STUDY COURSE-CLU 323
NC0565 - 8 HRS LH; 2 HRS PC; 14 HRS GEN

HOME STUDY COURSE-CLU 324
NC0566 - 22 HRS LH; 2 HRS GEN

HOME STUDY COURSE-CLU 325
NC0567 - 22 HRS LH; 2 HRS GEN

HOME STUDY COURSE-CLU 326
NC0568 - 24 HRS LH

HOME STUDY COURSE-CLU 327
NC1088 - 24 HRS LH

HOME STUDY COURSE-CLU 328
NC0569 - 22 HRS LH; 2 HRS GEN

HOME STUDY COURSE-CLU 329
NC0570 - 12 HRS LH; 12 HRS GEN

HOME STUDY COURSE-CLU 330
NC0571 - 20 HRS LH; 4 HRS GEN

HOME STUDY COURSE-CLU 331
NC0572 - 12 HRS LH; 12 HRS GEN

HOME STUDY COURSE-CLU 332
NC0573 - 24 HRS LH

HOME STUDY-RM 54
NC0696 - 24 HRS PC

HOME STUDY-RM 55
NC0697 - 24 HRS PC

HOME STUDY-RM 56
NC0698 - 24 HRS PC

INSURANCE INSTITUTE OF AMERICA
720 Providence Road
Malvern, PA 19355-0770

Sponsor Representative: James F. Fryer

(610)644-2100 ext. 7528

GENERAL PRINCIPLES OF INSURANCE (INS 21)
NC0114 - 24 HRS GEN

PERSONAL INSURANCE (INS 22)
NC0115 - 24 HRS PC

COMMERCIAL INSURANCE (INS 23)
NC0116 - 4 HRS LH; 20 HRS PC

PRINCIPLES OF INSURANCE AND PROPERTY LOSS ADJUSTING (AIC31)
NC0117 - 4 HRS PC

MANAGERIAL DECISION MAKING (MG 43)
NC0118 - 24 HRS GEN

STRUCTURE OF THE RISK MANAGEMENT PROCESS (RM 54)
NC0119 - 24 HRS PC

RISK CONTROL (RM 55)
NC0120 - 24 HRS PC

RISK FINANCING (RM 56)
NC0121 - 24 HRS PC

PRINCIPLES OF PROPERTY AND LIABILITY UNDERWRITING (AU 61)
NC0122 - 24 HRS PC

PERSONAL LINES UNDERWRITING (AU 62)
NC0123 - 24 HRS PC

COMMERCIAL LIABILITY UNDERWRITING (AU 63)
NC0124 - 24 HRS PC

COMMERCIAL PROPERTY AND MULTIPLE LINES UNDERWRITING (AU 64)
NC0125 - 24 HRS PC

HAZARD IDENTIFICATION AND ANALYSIS (LCM 71)
NC0126 - 24 HRS PC

LOSS CONTROL MANAGEMENT AND APPLICATIONS (LCM 72)
NC0127 - 24 HRS PC

PRINCIPLES OF INSURANCE PROTECTION (AAI 81)
NC0128 - 24 HRS PC

MULTIPLE LINE INSURANCE PROTECTION (AAI 82)
NC0129 - 24 HRS PC

AGENCY OPERATIONS AND SALES MARKETING MANAGEMENT (AAI 83)
NC0130 - 24 HRS GEN

PRINCIPLES OF PREMIUM AUDITING (PA 191)
NC0131 - 24 HRS PC

PREMIUM AUDITING APPLICATIONS (PA 92)
NC0132 - 24 HRS PC

PROPERTY INSURANCE ADJUSTING (AIC35)
NC0143 - 24 HRS PC

INTRODUCTION TO PROPERTY AND LIABILITY INSURANCE
NC0917 - 18 HRS PC

AIAF 111 - STATUTORY ACCOUNTING FOR PROPERTY AND LIABILITY INSURERS
NC1327 - 24 HRS PC

AIAF 112 - INSURANCE INFORMATION SYSTEMS
NC1328 - 24 HRS PC

AIAF 113 - FINANCIAL ENVIRONMENT OF INSURANCE COMPANIES
NC1329 - 24 HRS PC

ALCM 74 ACCIDENT PREVENTION
NC1823 - 24 HRS PC

ALCM 75 PROPERTY PROTECTION
NC1824 - 24 HRS PC

ALCM 76 INDUSTRIAL & ENVIRONMENT HYGIENE
NC1825 - 24 HRS PC

AFSB 151 - PRINCIPLES OF SURETYSHIP
NC3701 - 24 HRS PC

AFSB 152 - CONTRACT SURETY
NC3702 - 24 HRS PC

AFSB 153 - FIDELITY AND NON-CONTRACT SURETY
NC3703 - 24 HRS PC

INTRODUCTION TO UNDERWRITING
NC5336 - 18 HRS PC

IR 201 - INSURANCE REGULATION
NC5650 - 30 HRS ETHICS GENERAL

AU65 - COMMERCIAL UNDERWRITING: PRINCIPALS AND PROPERTY
NE5928 - 24 HRS PC

AU66 - COMMERCIAL UNDERWRITING: LIABILITY TO ADVANCED TECHNIQUES
NC5929 - 24 HRS PC

INSURANCE STUDIES OF NEBRASKA
RR 1, Box 3A
Fort Calhoun, NE 68023

Sponsor Representative: Patrick Coffey (402)468-5461

VARIABLE UNIVERSAL LIFE BASICS
IC1625 - 6 HRS LIFE

PROPERTY/CASUALTY BASICS
IC2056 - 24 HRS PC (cannot receive credit for SS2056 and IC 2056 and SS5261)

NEBRASKA INSURANCE ETHICS STUDY COURSE
IC4653 - 6 HRS ETHICS GENERAL (cannot receive credit for SS4653 and IC4653)

INSURANCE FRAUD AWARENESS
IC5104 - 16 HRS GENERAL (cannot receive credit for SS5104 and IC5104)

LIFE/HEALTH BASICS
IC5205 - 21 HRS LH (cannot receive credit for SS0160 and SS0163)

ETHICAL PRACTICES
IC5079 - 20 ETHICS LIFE (cannot receive credit for SS5079 and IC5079)

ETHICS FOR THE INSURANCE PROFESSIONALS, 2ND EDITION
IC6939 - 24 ETHICS GENERAL (cannot receive credit for SS6939 and IC 6939)

INTERNATIONAL CLAIM ASSOCIATION
c/o Life Management Institute
Life Office Management Association
5770 Powers Ferry Road
Atlanta, GA 30327

Sponsor Representative: W. J. West (309)766-2477

PART C-2 LIFE AND HEALTH INSURANCE LAW
NC1364 - 24 HRS LH

PART C-3 CLAIM ADMINISTRATION
NC1365 - 24 HRS LH

INTERNATIONAL FOUNDATION OF EMPLOYEE BENEFIT PLANS, INC.
18700 West Bluemond Road, P.O. BOX 69
Brookfield, WI 53005

Sponsor Representative: Mrs. Nel Daniels (414)786-6700

CEBS-I, EMPLOYEE BENEFIT CONCEPTS AND MEDICAL CARE BENEFITS
SS4674 - 21 HRS LH, 3 HRS ETHICS

CEBS-II, LIFE, DISABILITY INCOME AND OTHER WELFARE BENEFIT PLANS: DESIGN AND ADMINISTRATION

SS4675 - 19 HRS LH, 5 HRS ETHICS

CEBS-III, RETIREMENT PLANS: BASIC FEATURES AND DEFINED CONTRIBUTION APPROACHES

SS4676 - 11 HRS LH, 13 HRS ETHICS

CEBS-IV, RETIREMENT PLANS: DEFINED BENEFIT APPROACHES AND PLAN ADMINISTRATION

SS4677 - 20 HRS LH, 4 HRS ETHICS

CEBS-V, CONTEMPORARY LEGAL ENVIRONMENT OF EMPLOYEE BENEFIT PLANS

SS4678 - 16 HRS GEN; 8 HRS ETHICS

CEBS-VI, ACCOUNTING AND INFORMATION SYSTEMS

SS4679 - 12 HRS LH; 12 HRS GEN

CEBS-VII, ASSET MANAGEMENT

SS4680 - 12 HRS LH; 10 HRS GEN; 2 HRS ETHICS

CEBS-IX, EMPLOYEE BENEFIT PLANS AND THE ECONOMY

SS4681 - 6 HRS LH; 17 HRS GEN; 1 HRS ETHICS

CEBS-X, CONTEMPORARY BENEFIT ISSUES AND ADMINISTRATION

SS4682 - 20 HRS LH; 4 HRS GEN

CEB II EMPLOYEE BENEFITS: DESIGN ADMINISTRATION AND OTHER WELFARE

SS6485 - 19 HRS LH; 5 HRS ETHICS

CEB- 1 EMPLOYEE BENEFITS CONCEPTS AND HEALTH CARE BENEFITS

SS6486 - 21 HRS LH; 3 HRS ETHICS

1997 ISCEB CONTINUING EDUCATION

SS6518 - 20 HRS LH; 4 HRS ETHICS

CEBS COURSE X- CONTEMPORARY BENEFIT ISSUES AND PRACTICES

SS6620 - 20 HRS LH; 4 HRS ETHICS

**INTERNATIONAL SOCIETY OF CEBS
18700 West Bluemond Road, P.O. Box 209
Brookfield, WI 53008-0209**

Sponsor Representative: Mrs. Nel Daniels

(414)786-8771

ISCEBS CONTINUING EDUCATION

SS0642 - 18 HRS LH; 6 HRS GEN

**KETTLEY PUBLISHING COMPANY
c/o Seanger Organization
77 Main Street
Medway, MA 02053**

Sponsor Representative: Jean K. Davis

(800)451-7619

CONCEPTS FOR PROFESSIONALS

SS6733 - 24 HRS LH

LIFE INSTRUCTORS, INC.

**219 South Street
New Providence, NJ 07974**

Sponsor Representative: Patricia Chambers

(800)466-4900

WHOLE LIFE

SS1791 - 14 HRS LH

PENSION SALES & DESIGNS

SS1793 - 20 HRS LH

UNIVERSAL LIFE

SS1794 - 14 HRS LH

VARIABLE UNIVERSAL LIFE

SS1795 - 14 HRS LH

DISABILITY INCOME

SS1796 - 12 HRS LH

BUY/SELL & BUSINESS VALUATION

SS1797 - 14 HRS LH

SPLIT DOLLAR

SS1798 - 14 HRS LH

ANNUITIES

SS3559 - 10 HRS LIFE

DEFERRED COMPENSATION

SS3560 - 10 HRS LIFE

CHARTING AN ETHICAL COURSE

IC6250 - 9 HRS ETHICS (cannot receive credit for SS6250, IC6250, TA6250, IC5231, TA5231, NC5024, IC5024
SS 6593, TA7020, SS7118 and SS7340)

THE TAXPAYER RELIEF ACT OF 1997 & HOW IT AFFECTS YOU & YOUR CLIENTS

SS6930 - 6 HRS LIFE

ADVANCED TECHNICAL BACKGROUND FOR NEEDS SELLING

SS7168- 20 HRS LIFE (cannot receive credit for SS7168 and SS3563)

IRA, SEP AND KEOGH PLANS

SS7169 - 10 HRS LIFE (cannot receive credit for SS3561 and SS7169)

PENSION BASICS

SS7170 - 20 HRS LIFE (cannot receive credit for SS1792 and SS7170)

MULTICLASS SHARES

SS7171 - 3 HRS LIFE

INDIVIDUAL RETIREMENT ACCOUNTS

SS7172 - 4 HRS LIFE

MUTUAL FUNDS

SS7320 - 8 HRS LIFE (book version) cannot receive credit for SS7321 and SS7320

MUTUAL FUNDS

SS7321- 8 HRS LIFE (computer version) cannot receive credit for SS7320 and SS7321

SUITABILITY ISSUES OF VARIABLE LIFE

SS7322- 3 HRS LIFE (book version) cannot receive credit for SS7323 and SS7322

SUITABILITY ISSUES OF VARIABLE LIFE

SS7323- 3 HRS LIFE (computer version) cannot receive credit for SS7322 and SS7323

ANNUITIES

SS7324 - 10 HRS LIFE (computer version) cannot receive credit for SS3559 and SS7324

CHARTING AN ETHICAL COURSE FOR MULTILINE AGENTS-STAFF VERSION

SS7340 - 9 HRS EHTICS (cannot receive credit for IC5024, NC5024, IC5231, TA5231, TA6250, IC6250, S6250, SS6593, TA7020, SS7118 and SS7340.)

**LIFE MANAGEMENT INSTITUTE
LIFE OFFICE MANAGEMENT ASSOCIATION
2300 Windy Ridge Parkway, Suite 600
Atlanta, GA 30339-8443**

Sponsor Representative: Tammie Pearsall (404)951-1770

COURSE 1: PRINCIPLES OF LIFE AND HEALTH INSURANCE

SS0192 - 24 HRS LH

COURSE 2: LIFE AND HEALTH COMPANY OPERATIONS

SS0193 - 24 HRS LH

COURSE 3: LEGAL ASPECTS OF LIFE AND HEALTH INSURANCE

SS0194 - 24 HRS LH

COURSE 4: MARKETING LIFE AND HEALTH INSURANCE

SS0206 - 24 HRS LH

COURSE 5: MANAGEMENT OF ORGANIZATIONS AND HUMAN RESOURCES

SS0199 - 24 HRS GEN

COURSE 6: INFORMATION MANAGEMENT IN INSURANCE COMPANIES

SS0198 - 24 HRS GEN

COURSE 7: ACCOUNTING IN LIFE AND HEALTH COMPANIES

SS0195 - 24 HRS LH

COURSE 8: ECONOMICS AND INVESTMENTS

SS0196 - 24 HRS GEN

COURSE 9: MATHEMATICS OF LIFE AND HEALTH INSURANCE

SS1097 - 24 HRS LH

COURSE 10-GI: GROUP INSURANCE

SS0201 - 24 HRS LH

COURSE 10-IS: INFORMATION SYSTEMS
SS0202 - 24 HRS GEN

COURSE 10-FM: FINANCIAL MANAGEMENT
SS0203 - 24 HRS LH

COURSE 10-MS: MANAGERIAL SCIENCE
SS0204 - 24 HRS GEN

COURSE 10-MA: MANAGERIAL ACCOUNTING
SS0205 - 24 HRS GEN

COURSE 10-PP: PENSION PLANNING
SS0207 - 24 HRS GEN

COURSE 10-HR: HUMAN RESOURCES ADMINISTRATION
SS0208 - 24 HRS GEN

COURSE 10-SR: SELECTION OF RISKS
SS0209 - 24 HRS LH

LIFE UNDERWRITERS TRAINING COUNCIL
7625 Wisconsin Avenue
Bethesda, MD 20814

Sponsor Representatives: James Pearce (301)913-5822
Nancy Howard (402)488-9562
201 North 8th, Suite 400
Lincoln, NE 68508

DISABILITY INCOME COURSE (LUTC PART III)
NC0004 - 24 HRS LH

ADVANCED SALES COURSE
NC0005 - 24 HRS LH

FINANCIAL PLANNING SKILLS COURSE
NC0901 - 24 HRS LH

MULTILINE SKILLS COURSE
NC 1069 - 24 HRS GEN (cannot receive credit for NC1069 & SS1069)

LUTC 211-DISABILITY INCOME
SS1604 – 24 HRS LH (cannot receive credit for NC1604 & SS1604)

PROFESSIONAL GROWTH
TA 3017 - 16 HRS LH (cannot receive credit for TA3017 & SS3017)

FUNDAMENTALS OF FINANCIAL SERVICES
NC3637 - 24 HRS LH

PERSONAL ESTATE AND RETIREMENT PLANNING
NC3972 - 24 HRS LH

ADVANCED BUSINESSPLANNING COURSE
NC4092 - 24 HRS LH

LUTC 402-ADVANCED BUSINESS PLANNING
SS4859 – 24 HRS LH (cannot receive credit for SS4859, NC4859 & NC4092)

BUSINESS CONTINUITY COURSE
NC5623 - 24 HRS LIFE (cannot receive credit for course NC0003, NC5623 & SS5623)

EXPLORING PERSONAL MARKETS
NC5624 - 17 HRS LIFE (cannot receive credit for course NC0002, NC5624 & SS5624)

EMPLOYEE BENEFITS
NC5742 – 24 LIFE (cannot receive credit for course SS5742, NC5742 & NC3)

MEETING CLIENT NEEDS
NC5743 – 24 LIFE (cannot receive credit for course NC5743, SS5743 & NC2)

CHARTING AN ETHICAL COURSE
SS6250 - 9 HRS ETHICS (cannot receive credit for course SS6250, TA6250, IC6250, TA5231, IC5231, NC5024, IC5024, SS6593, TA7020 , SS7118 and SS7340)

ADVANCED ESTATE PLANNING
NC6831 – 24 HRS LH (cannot receive credit for course SS6831 & NC6831)

RETIREMENT PLANNING
NC6832 – 24 HRS LIFE (cannot receive credit for course SS6832 & NC6832)

CHARTING AN ETHICAL COURSE FOR THE MULTILINE AGENT
SS7118 - 10HRS ETHICS (cannot receive credit for course SS6250, TA6250, IC6250, TA5231, IC5231, NC5024, IC5024, SS6593, TA7020, SS7118 and SS7340)

FOUNDATIONS OF ESTATE PLANNING
SS7344 - 16 HRS LIFE

MILLION DOLLAR ROUND TABLE
325 West Touhy Avenue
Park Ridge, IL 60068-4265

Sponsor Representative: Dan Davis (847)692-6378

1996 BUSINESS/ESTATE PLANNING STRATEGIES -1
SS6247 - 4 HRS LIFE

1996 BUSINESS/ESTATE PLANNING STRATEGIES -2
SS6248 - 4 HRS LIFE

1996 BUSINESS/ESTATE PLANNING STRATEGIES -3
SS6249 - 4 HRS LIFE

NATIONAL ASSOCIATION OF HEALTH UNDERWRITERS
1000 Connecticut Avenue, NW, Suite 810
Washington, DC 20036

Sponsor Representative: Joy F. Pierce

(202)223-5533

RHU I: DISABILITY INSURANCE
NC1770 - 24 HRS LH

RHU II: INDIVIDUAL AND GROUP HEALTH INSURANCE
NC1771 - 24 HRS LH

RHU III: ADVANCED APPLICATION OF HEALTH INSURANCE
NC1772 - 24 HRS LH

NATIONAL UNDERWRITER COMPANY
505 Gest Street
Cincinnati, OH 45203

Sponsor Representative: Hope Schneider

(513)721-2140

TOOLS & TECHNIQUES OF FINANCIAL PLANNING
SS4515 - 19 HRS LH; 5 HRS PC (cannot receive credit for SS4515 and IC4515)

AGENTS' LEGAL LIABILITY
SS4546 - 16 HRS PC ETHICS (cannot receive credit for SS4546 and IC4546)

STRUCTURED SETTLEMENTS
SS4686 - 12 HRS PC (Cannot receive credit for both SS4686 & IC4686)

COMPREHENSIVE DEFERRED COMPENSATION
SS4687 - 9 HRS PC (cannot receive credit for SS4687 and IC4687)

INSURING THE LEASE EXPOSURE
SS4710 - 24 HRS PC (cannot receive credit for SS4710 and IC4710)

TOOLS AND TECHNIQUES OF LIFE INSURANCE PLANNING
SS4762 - 24 HRS LIFE (cannot receive credit for SS4762 and IC4762)

COMMERCIAL FIRE UNDERWRITING
SS4763 - 19 HRS PC (cannot receive credit for SS4763 and IC4763)

COMPREHENSIVE SPILT DOLLAR
SS 5012 - 20 HRS LIFE (cannot receive credit for SS5012 and IC5012)

SOCIAL SECURITY
SS5259 - 24 HRS LH (cannot receive credit for SS5259 and IC5259)

THE ANNUITY HANDBOOK
SS5260- A - 17 HRS LIFE (cannot receive credit for SS5260-A, SS5280-B and IC5260,
course is replaced 7-31-99 by SS5260-B)

THE ANNUITY HANDBOOK 2nd Ed.

SS5260-B - 18 HRS LIFE (cannot receive credit for SS5260-A, SS5260-B and IC5260)

COMMERCIAL GENERAL LIABILITY (ADVANCED)

SS5313 - 16 HRS PC (cannot receive credit for SS4545, SS5313 and IC5313)

TOOLS & TECHNIQUES OF ESTATE PLANNING

SS5655 - 24 HRS LH (cannot receive credit for SS5655, IC5655 and SS4368)

WORKING WITH LLCs

SS6283 - 19 HRS LIFE (cannot receive credit for SS6283 and IC6283)

WORKING WITH S CORPORATIONS

SS6301 - 24 HRS LH (cannot receive credit for SS6301 and IC6301)

LONG TERM CARE HANDBOOK 2ND ED.

SS6612 - 24 HRS LH (cannot receive credit for IC6612 and SS6612)

TOOLS & TECH OF EMPLOYEE BENEFITS & RETIREMENT PLANNING

SS6707- 24 HRS LH (cannot receive credit for SS6707, IC6707 and SS4483)

INSURING TO VALUE

SS6746 - 12 HRS PC (cannot receive credit for SS6746 and IC6746)

GROUP LIFE INSURANCE HANDBOOK

SS6803- 16 HRS LIFE (cannot receive credit for SS6803 and IC6803)

ALL ABOUT MEDICARE

SS6874 REVISED- 18 HRS HEALTH (cannot receive credit for both SS6874 and IC6874)

GETTING IT ISSUED

SS6916 -22 HRS ETHICS LH

TRUST HANDBOOK

SS6976 - 24 HRS LH

COMMERCIAL PROPERTY

SS7056 - 24 HRS PC

BUSINESSOWNERS POLICY

SS7149 - 22 HRS PC

MANAGED CARE & GROUP HEALTH HANDBOOK

SS7210 - 24 HRS HEALTH

CHARITABLE GIVING HANDBOOK

SS7309 - 22 HRS LIFE

VARIABLE LIFE ESSENTIALS

SS7501 - 10 HRS LIFE

COMPREHENSIVE BUY SELL

SS7582 – 13 HRS LH

FINANCIAL PLANNING FOR THE OLDER CLIENT

SS7584 – 24 HRS LIFE

NOBLE FINANCIAL GROUP, INC.
12941 North Freeway, Suite 218
Houston, TX 77060

Sponsor Representative: Mark Ragusa

(800)275-2589

NOBLE/ANNUITY CORRESPONDENCE
SS2787 - 6 HRS LIFE

NOBLE/MEDICARE
SS2788 - 6 HRS HEALTH

NOBLE/LIFE
SS2789 - 6 HRS LIFE (cannot receive credit for course SS5835 and SS2789)

NOBLE/PROPERTY & CASUALTY BASICS
SS3652 - 9 HRS PC

NOBLE/P & C PROPERTY
SS3653 - 18 HRS PC

NOBLE/BUSINESSINSURANCE
SS3654 - 13 HRS LH

NOBLE/P & C LIABILITY
SS3655 - 12 HRS PC

NOBLE/FIELD OF INSURANCE
SS3656 - 20 HRS GEN

NOBLE/ESTATE PLANNING
SS3657 - 8 HRS LH (cannot receive credit for course SS5834 and SS3657)

NOBLE/SURETY UNDERWRITER
SS3658 - 10 HRS FIDELITY & SURETY

NOBLE/CONSUMER PROTECTION
SS3659 - 3 HRS GEN ETHICS

NOBLE/SETTLEMENT OPTIONS
SS4390 - 6 HRS LIFE

NOBLE/GROUP INSURANCE
SS4391 - 6 HRS LIFE

NOBLE/CLASSIFICATION OF RISK
SS4392 - 6 HRS LH

NOBLE/INSURING SPECIAL CLASSES OF RISK
SS4393 - 6 HRS LH

CONSUMER PROTECTION/ETHICS II
SS4394 - 5 HRS GEN ETHICS

NOBLE/UNDERWRITER
SS5062 - 12 HRS ETHICS PC

NOBLE/HEALTH INSURANCE CONTRACTS
SS5501- 6 HRS HEALTH

RETIREMENT PLANNING I
SS5724 - 6 HRS LH (cannot receive credit for course SS5805 and SS5724)

EMPLOYEE BENEFIT PLANS
SS5780 - 8 HRS LIFE

WORKER'S COMPENSATION
SS5782 - 9 HRS PC

AUTO/LIABILITY INSURANCE
SS5783 - 8 HRS PC

MUTUAL FUNDS
SS5784 - 8 HRS LIFE

PENSION, 401(K) AND KEOGH PLANS
SS5785 - 8 HRS LIFE

RETIREMENT PLANNING II
SS5805 - 6 HRS LH (cannot receive credit for course SS5724 and SS5805)

ESTATE PLANNING II
SS5834 - 6 HRS LH (cannot receive credit for course SS3657 and SS5834)

LIFE POLICIES
SS5835 - 6 HRS LIFE (cannot receive credit for course SS2789 and SS5835)

UNDERSTANDING MEDICAL INSURANCE
SS6150 - 6 HRS HEALTH

GUIDE TO CRIME INSURANCE
SS6151 - 8 HRS PC

COMPREHENSIVE GUIDE TO CLAIMS
SS6162 - 12 HRS PC

NEEDS ANALYSIS
SS6163 - 7 HRS LIFE

PRODUCTS LIABILITY
SS6189 - 6 HRS PC

GUIDE TO CLAIMS STATEMENTS
SS6190 - 6 HRS PC

GUIDE TO RETROSPECTIVE RATING
SS6213 - 6 HRS PC

GUIDE TO COMMERCIAL INSURANCE
SS6214 - 6 HRS PC

COMPREHENSIVE GUIDE TO HEALTH INSURANCE
SS6246 - 12 HRS LH

GUIDE TO INTEREST-SENSITIVE LIFE PRODUCTS
SS6268 - 6 HRS LIFE

CLAIM INVESTIGATION
SS6296 - 12 HRS PC

AUTOMOBILE INSURANCE RATING
SS6314 - 6 HRS PC

LIFE AND HEALTH INSURANCE PRINCIPLES
SS6315 - 6 HRS LH

PRINCIPLES OF CLAIM NEGOTIATION SKILLS
SS6316 - 6 HRS PC

COMPREHENSIVE GUIDE TO UMBRELLA LIABILITY
SS6559 - 10 HRS PC

GUIDE TO SIMPLIFIED EMPLOYEE PENSION PLANS
SS6560 -13 HRS LH

INSURING KEY EMPLOYEES
SS6804 -5 HRS LH

ADVANCED MARKET GUIDE
SS6805 -6 HRS LH

BUSINESS CONTINUATION
SS6806 -7 HRS LH

MANAGED CARE
SS6807 -6 HRS HEALTH

LIABILITY CLAIMS ADJUSTING
SS6808 -6 HRS PC

COMMERCIAL LIABILITY
SS6809 -6 HRS PC

LONG TERM CARE
SS6899 -4 HRS HEALTH

MARINE UNDERWRITER
SS6900 - 4 HRS PC

INLAND MARINE UNDERWRITER
SS6901 - 6 HRS PC

NEBRASKA ETHICS
SS7146 - 6 HRS ETHICS

PENTERA, INC.
P. O. Box 55105
Indianapolis, IN 46205

Sponsor Representative: Janet Agnew

(800)860-2387

HEALTH FUNDAMENTALS
SS0186 - 15 HRS LH

LIFE FUNDAMENTALS
SS4572 - 20 HRS LIFE; 1 Hr. ETHICS

LIFE UNDERWRITING FOUNDATIONS
SS2068 - 8 HRS LH

A TOTAL NEEDS APPROACH TO INSURANCE PLANNING
SS2069 - 24 HRS LH

A SINGLE NEEDS APPROACH TO INSURANCE PLANNING
SS2070 - 15 HRS LH

MEDICARE & MEDICARE SUPPLEMENT TRAINING COURSE
SS3050 - 8 HRS HEALTH

RETIREMENT PLANNING PRINCIPLES
SS3174 - 24 HRS LH

ANNUITIES TRAINING COURSE
SS3338 - 24 HRS LIFE

TARGET ETHICS
SS4064 - 16 HRS ETHICS GEN

ADVANCED MARKETS MANUAL & ORIENTATION
SS4369 - 24 HRS LIFE (cannot receive credit for SS4369, IC4369 and SS7194)

BUSINESSINSURANCE PERSPECTIVES
SS4669 - 24 HRS LH

LONG TERM CARE MANUAL
SS4939 - 12 HRS HEALTH

SECTION 403(B) COURSE
SS5248 - 16 HRS LIFE

VARIABLE UNIVERSAL LIFE
SS5571 - 12 HRS LIFE

VARIABLE ANNUITIES TRAINING COURSE
SS6958 - 17 HRS VARIABLE CONTRACTS

ADVANCED MARKETS ONLINE
SS7194-24 HRS LIFE (cannot receive credit for SS4369, IC4369 and SS7194)

PICTORIAL PUBLISHERS, INC.

8081 Zionsville Road

Indianapolis, IN 46268

Sponsor Representative: Shena Branham

(800)428-1324

PENSION PLANNING TRAINING COURSE

SS0054 - 24 HRS LH

ESTATE PLANNING TRAINING COURSE

SS0055 - 24 HRS LH

VARIABLE CONTRACTS

SS0057 - 4 HRS LH (cannot receive credit for SS57 and IC57)

KEY EMPLOYEE

SS0060 - 5 HRS LH

BUSINESSINSURANCE BASICS

SS0067 - 8 HRS LH

A LEGAL REVIEW OF PRODUCTS LIABILITY

SS0080 - 4 HRS PC; 2 HRS GEN

WORKER'S COMPENSATION RATING

SS0082 - 7 HRS PC

NEGOTIATION SKILLS FOR CLAIM REPRESENTATIVES

SS0688 - 10 HRS PC

UNIVERSAL LIFE BASICS

SS0782 - 5 HRS LH

1984 HOMEOWNERS COVERAGE

SS1237 - 12 HRS PC

COMMERCIAL GENERAL LIABILITY COVERAGES

SS1290 - 24 HRS PC

COMMERCIAL PROPERTY COVERAGES

SS1338 - 24 HRS PC

DWELLING 77 AND 1984 HOMEOWNERS RATING

SS1359 - 12 HRS PC

COMMERCIAL INLAND MARINE

SS1360 - 11 HRS PC (cannot receive credit for course SS0076 and SS1360)

COMMERCIAL PROPERTY RATING

SS1362 - 8 HRS PC

COMMERCIAL GENERAL LIABILITY RATING

SS1458 - 8 HRS PC

LEGAL CONCEPTS AND DOCTRINES - 2ND EDITION

SS1490 - 4 HRS GEN

FINANCIAL PRODUCTS TRAINING COURSE - 5TH EDITION

SS1624 - 20 HRS LIFE-Revised (cannot receive credit for SS1624, IC1624 and IC3639)

VARIABLE UNIVERSAL LIFE BASICS

SS1625 - 6 HRS LH

FINANCIAL PLANNING PROCESSCOURSE

SS2072 - 24 HRS LH (cannot receive credit for SS2072 and IC2072)

AUTO PHYSICAL DAMAGE BASICS - SECOND EDITION

SS2073 - 22 HRS PC

COMMERCIAL AUTO RATING

SS2074 - 11 HRS PC

BUSINESS INSURANCE CONCEPTS

SS2210 - 24 HRS LH (cannot receive credit for courses SS0059, SS0060, SS0061, SS0062, SS0063, SS0064, SS0066 and SS0068.)

INTRODUCTION TO LIFE INSURANCE

SS2521 - 15 HRS LH

COMMERCIAL CRIME RATING

SS2524 - 15 HRS PC

ESTATE PLANNING CONCEPTS

SS2687 - 24 HRS LIFE

PERSONAL INLAND MARINE & WATERCRAFT COVERAGES

SS2945 - 14 HRS PC

UMBRELLA LIABILITY COVERAGE

SS2946 - 14 HRS PC

INTEREST SENSITIVE WHOLE LIFE BASICS

SS2947 - 10 HRS LIFE

DISABILITY INCOME CONCEPTS

SS2948 - 8 HRS HEALTH

PERSONAL AUTO RATING

SS2961 - 8 HRS PC

COMMERCIAL INSURANCE PACKAGES

SS2981 - 21 HRS PC

LONG TERM CARE

SS2982 - 10 HRS HEALTH

BUSINESSCONTINUATION TRAINING COURSE

SS3006 - 24 HRS LIFE

REINSURANCE BASICS

SS3008 - 15 HRS PC

DWELLING COVERAGE
SS3072 - 16 HRS PC

NEEDS ANALYSIS
SS3203 - 23 HRS LIFE

CLAIM STATEMENTS
SS3416 - 19 HRS PC

MEDICAL TESTS & SIGNS
SS3452 - 16 HRS HEALTH

RETROSPECTIVE RATING
SS3778 - 12 HRS PC

INSURANCE ETHICS AND CONSUMER PROTECTION
SS3608- 4 HRS ETHICS (cannot receive credit for SS3608, IC3608 and SA3918)

RETIREMENT PLANNING
SS3609 - 11 HRS LIFE

1991 HOMEOWNERS COVERAGE
SS3846 - 18 HRS PC

WORKERS' COMPENSATION COVERAGE
SS4028 - 17 HRS PC

INTRODUCTION TO ADVANCED MARKETS
SS4084 - 24 HRS LH

SERIES 6
SS4085 - 24 HRS LIFE

CLAIMS BASICS
SS4094 - 12 HRS PC

SERIES 63
SS4102 - 14 HRS LIFE or ANNUITIES

SERIES 65
SS4103 - 24 HRS LIFE or ANNUITIES

FINANCIAL PROFILES GUIDE
SS4104 - 16 HRS LH

ANNUITY CONCEPTS
SS4409 - 24 HRS LIFE

NEBRASKA INSURANCE ETHICS STUDY COURSE
SS4653 - 6 HRS GEN ETHICS

AGENT'S GUIDE TO BUSINESSINSURANCE
SS4799 - 22 HRS LH

AGENT'S GUIDE TO ESTATE PLANNING
SS4804 - 24 HRS LIFE

LONG TERM CARE, 2ND EDITION
SS4805 – 17 HRS HEALTH

MUTUAL FUNDS CONCEPTS
SS4840 - 15 HRS LIFE

MANAGED CARE STRATEGIES
SS4841 - 10 HRS HEALTH

GROUP INSURANCE
SS5002 - 10 HRS LH

ETHICAL PRACTICES
SS5079 - 20 HRS ETHICS LIFE

INSURANCE FRAUD AWARENESS- 2ND EDITION
SS5104 - 18 HRS GEN

PROPERTY-CASUALTY BASICS
SS5261- 24 HRS PC (cannot receive credit for IC2056, SS2056 and SS5261)

PERSONAL AUTO COVERAGE
SS5278 - 10 HRS PC

WE'RE ALL ACCOUNTABLE - 1st. EDITION
SS5922 - 9 HRS GENERAL

NEBRASKA GUIDE TO ETHICS & SALES COMPLIANCE
SS6179 - 5 GENERAL/ETHICS

EQUITY INDEXED ANNUITIES
SS6308 - 12 HRS LIFE

SENIOR NEEDS PLANNING
SS6309 - 18 HRS LH (cannot receive credit for SS6309 and IC6309)

PRINCIPLES OF ANNUITIES
SS6428 - 24 HRS LIFE

ETHICS AT WORK
SS6490 - 10 HRS ETHICS

ADVANCES ANNUITIES TRAINING COURSE
SS6491 - 20 HRS LIFE

BUSINESS INCOME COVERAGE- 1ST ED.
SS6603 -14 HRS PC

UNDERWRITING BASICS -3RD EDITION
SS6959 - 12 HRS PC

WHAT EVERY INSURANCE PERSON SHOULD KNOW ABOUT INSURANCE
SS7007 - 3 HRS GENERAL

INDIVIDUAL RETIREMENT ACCOUNTS - 4TH EDITION
SS7008 - 17 HRS LIFE (cannot receive credit for SS4603 & SS7008)

CLAIM EVALUATION AND SETTLEMENT - 1ST EDITION
SS7009 - 14 HRS PC

INTERPRETING MEDICAL REPORTS
SS7380 - 20 HRS HEALTH

DELIVERING QUALITY SERVICE
SS7381 - 8 HRS GENERAL

LIFE BASICS-16 EDITION
SS7502- 24 LIFE (cannot receive credit for SS163, IC163, IC5205, IC3638, SS 7502 PL6021 and PL6023)

HEALTH BASICS-16 EDITION
SS7503 - 24 HRS HEALTH (cannot receive credit for SS160, IC160, IC5205, SS7503, PL6022 and PL6023)

CLAIM INVESTIGATION
SS7560 – 8 HRS PC

PROFESSIONAL TRAINING SERVICES
579 N. 1st. Bank Drive, Suite 210
Palatine, IL 60067

Sponsor Representative: Joel Weiner or Diana Stumborski (800)326-5163

ESTATE PLANNING
SS6197 - 8 HRS LH

UNDERSTANDING ANNUITIES AND MUTUAL FUNDS
SS6198 - 8 HRS LIFE

PRINCIPLES OF VARIABLE ANNUITIES
SS6199 - 8 HRS LIFE

PRINCIPLES OF EQUITIES
SS6200 - 8 HRS LIFE

PRINCIPLES OF MUTUAL FUNDS
SS6201 - 8 HRS LIFE

ETHICS FOR PACKAGED PRODUCTS SALESPERSON
SS6202 - 6 HRS ETHICS

ETHICS FOR GENERAL SECURITIES REGISTERED REPRESENTATIVES
SS6203 - 8 HRS ETHICS

PRINCIPLES OF FIXED INCOME SECURITIES
SS6209 - 8 HRS LIFE

**RICHARDS EDUCATION SERVICE
5542 S.W. 88TH TERRACE
Ft. LAUDERDALE, FL 33328**

Sponsor Representative: JOAN RICHARDS (954)434-0908
(800)639-4056

INSURANCE LAWS AND ETHICS
SS5948 - 6 ETHICS GENERAL; 12 GENERAL

**ROUGH NOTES PUBLISHING COMPANY, INC.
1200 N. Meridian Street
Indianapolis, IN 46204**

Sponsor Representative: ROBERT T. AMMERMAN (317)634-1541
MICHELLE L. BAUGH (800)428-4384

COMMERCIAL PROPERTY
SS3571 - 24 HRS PC

COMMERCIAL GENERAL LIABILITY
SS3592 - 24 HRS PC

BUSINESS AUTO COVERAGE'S
SS3625 - 24 HRS PC

HIGH VALUE PERSONAL PROPERTY
SS3710 - 21 HRS PC

HOMEOWNERS '91 COVERAGES
SS5198 - 24 HRS PC

**ST. AMBROSE UNIVERSITY
P.O. Box 4678
Davenport, IA 52808-4678**

Sponsor Representative: Kimberly Rapp (800)747-7574

ETHICS FOR THE PROFESSIONAL INSURANCE AGENTS
SS4886 - 6 HRS ETHICS

AN OVERVIEW OF SOCIAL INSURANCE PROGRAMS IN THE UNITED STATES
SS4999 - 12 HRS HEALTH

HOMEOWNERS INSURANCE '91 POLICY REVIEW
SS5000 - 6 HRS PC

YOUR PERSONAL AUTO POLICY REVIEW
SS5001 - 6 HRS PC

THE FLOYDS OF LONDON, NE
SS5602 - 8 HRS PC

PERSONAL AUTO '94 AND MORE

SS5603 - 8 HRS PC (cannot receive credit for course SS5001 and SS5603)

HOMEOWNERS '94 AND MORE

SS5604 - 12 HRS PC

SOCIAL INSURANCE: WHAT EVERY AGENT SHOULD KNOW

SS6106 - 8 HRS HEALTH

INSIDE THE CONTRACT

SS6107 - 8 HRS GENERAL

AN END TO DECEPTIVE INSURANCE SALES PRACTICE

SS6108 - 6 HRS ETHICS

DETERMINING LIFE INSURANCE NEEDS

SS6585 - 4 HRS LIFE

THE INSURANCE CHRONICLE

SS6585 - 4 HRS GENERAL

DISABILITY INSURANCE: THE EVOLUTION AND REVOLUTION PART 1

SS6587 - 4 HRS HEALTH

INSURANCE PRINCIPLES AS APPLIED BY THE COURTS

SS7345 - 6 HRS ETHICS

PLANNING FOR RETIREMENT

SS7397 - 8 HRS LIFE

PERSONAL VS. BUSINESS AUTO: INSIDE THE POLICY

SS7398 - 12 HRS PC

SECURITIES EDUCATION INSTITUTE, INC.

120 Old Durham Road

Chapel Hill, NC27514

Sponsor Representative: Ray Strong

(800)334-8322

FIXED AND VARIABLE LIFE INSURANCE

SS6169 - 5 HRS LIFE

FIXED AND VARIABLE ANNUITIES

SS6170 - 5 HRS LIFE

RETIREMENT PLANS

SS6294 - 5 HRS LIFE

ESTATE PLANNING

SS6602 - 5 HRS LIFE

SUITABILITY & FIDUCIARY DUTIES/INVESTMENT ADVISORS

SS6924 - 5 HRS LIFE

CUSTOMER COMMUNICATIONS
SS6954 - 5 HRS LIFE

FIXED INCOME
SS6981 - 3 HRS LIFE

SUITABILITY OF VARIABLE PRODUCTS
SS7029 - 5 HRS LIFE

INVESTMENT PRODUCTS GUIDE FOR INSURANCE AND SECURITIES PROFESSIONALS
SS7428 - 24 HRS LIFE

SECURITIES TRAINING CORPORATION
390 Main Street, Suite 311
Worcester, MA 01608

Sponsor Representative: Eileen Morgan (800)782-2678

LIVING TRUST AND OTHER ESTATE PLANNING TECHNIQUES
SS6489 - 24 HRS LH

ESTATE PLANNING
SS6643 - 7 HRS LH

RETIREMENT PLANNING FOR BUSINESSOWNERS
SS6644 - 8 HRS LH

RETIREMENT PLANNING
SS6645 - 8 HRS LH

ADVANCED MUTUAL FUNDS
SS6646 - 6 HRS LIFE

INTRODUCTION TO MUTUAL FUNDS
SS6647 - 6 HRS LIFE

TAXATION AND TAX PLANNING
SS6648 - 7 HRS LIFE

VARIABLE ANNUITIES AND VARIABLE LIFE INSURANCE
SS6649 - 7 HRS LIFE

SENIORS PLANNING GROUP
214 Lincoln Street, Suite 110
Allston, MA 02134

Sponsor Representative: Cheryl Wanner (617)783-4365

LONG TERM CARE, SOLVING THE NEED
SS6473 - 13 HRS HEALTH

SOCIETY OF CERTIFIED INSURANCE COUNSELORS

3630 North Hills Drive

Austin, TX 78731

Sponsor Representative: Dr. William S. Hold
Sara Moss

(512)345-7932

(800)633-2165

PERSONAL LINES INSTITUTE

NC0156 - 24 HRS PC

COMMERCIAL CASUALTY INSTITUTE

NC0157 - 24 HRS PC

LIFE AND HEALTH INSTITUTE

NC0158 - 24 HRS LH

AGENCY MANAGEMENT INSTITUTE

NC0159 - 12 HRS GEN

COMMERCIAL PROPERTY INSTITUTE

NC0170 - 24 HRS PC

UNITED INSURANCE EDUCATORS

10407 - 229th Street East

Graham, WA 98338-8959

Sponsor Representative: Toni R. Amell

(206)846-1155

MEDICARE AND THE RETIREE

SS4036 - 12 HRS HEALTH

MONEY GROWTH

SS4037 - 14 HRS LIFE

P&C PRINCIPLES

SS4038 - 12 HRS PC

DEVELOPING GROUP INSURANCE

SS4039 - 12 HRS LH

WILLS & PROBATE

SS4040 - 3 HRS LIFE

PLANNING AN ESTATE

SS4041 - 4 HRS LIFE

INSURANCE PRINCIPLES

SS4042 - 6 HRS GENERAL

PREPARING FOR RETIREMENT

SS4043 - 12 HRS LH

LONG TERM CARE
SS4261 - 12 HRS HEALTH

THE LIVING ESTATE
SS4286 - 12 HRS LH

ETHICS
SS4442 - 12 HRS ETHICS GENERAL

UNIVERSAL HEALTH CARE
SS4765 - 12 HRS HEALTH

RETIREMENT PLANNING
SS5180 - 12 HRS LH; 6 HRS ETHICS

BUSINESS ETHICS
SS5242 - 6 HRS ETHICS

UNDERSTANDING MEDIGAP POLICIES
SS5380 - 12 HRS HEALTH

FINANCIAL PLANNING FOR WOMEN
SS5698 - 12 HRS GENERAL

HOME & AUTO
SS5808 - 12 HRS PC

LIFE INSURANCE
SS6152 - 12 HRS LIFE

ANNUITIES AN INVESTMENT TOOL
SS6153 - 12 HRS LIFE

DISABILITY INSURANCE
SS6284 - 13 HRS LH

INSURING A NATION
SS6285 - 18 HRS LH

LIABILITY INSURANCE
SS6591 - 12 HRS PC

FAMILY INSURANCE NEEDS
SS6636 - 17 HRS LH; 1 HR ETHICS

SURVIVING ETHICALLY
SS6676 - 10 HRS ETHICS

VARIABLE ANNUITIES
SS6968 - 10 HRS VARIABLE CONTRACTS; 2 HRS ETHICS

ANNUITIES-AN INVESTMENT TOOL UPDATE
SS7305 - 8 HRS LIFE, 4 HRS ETHICS

UMBRELLA INSURANCE
SS7348- 6 HRS PC, 6 HRS ETHICS PC

THE NEW LONG-TERM CARE POLICIES
SS7416 - 12 HRS HEALTH

VIDEO EDUCATION SYSTEMS CORPORATION (VESCORP)
9500 South 500 West, Suite 209
Sandy, UT 84070

Sponsor Representative: Rod W. Jepps (801)255-4010

VIDEO SEMINAR FOR GENERAL SECURITIES, MUTUAL FUNDS, RETIREMENT PLANS, ANNUITIES AND
SECURITIES REGULATIONS
SS1348 - 18 HRS LH

UNIVERSITIES AND COLLEGES

The following are the college/university semester courses which have been approved for continuing education credit. Seminars and workshops sponsored by colleges/universities are not listed here. Information regarding the college-sponsored seminars/workshops is given at the front of the Approved Course List under "Seminars, Workshops, etc."

CENTRAL COMMUNITY COLLEGE

**Grand Island Campus
3134 West Highway 34
Grand Island, NE 68801**

Sponsor Representative: Donald Carson (308)384-5220

RII 148.0 - NATURE AND USES OF LIFE INSURANCE

UC0314 - 20 HRS LH; 4 HRS GEN

RII 149.0 - THE LIFE INSURANCE PRODUCT

UC0315 - 24 HRS LH

RII 150.0 - EMPLOYEE BENEFIT, PENSIONS AND GOVERNMENT PROGRAMS

UC0316 - 24 HRS LH

RII 151.0 - HEALTH INSURANCE

UC0317 - 24 HRS LH

RII 153.0 - PRINCIPLES OF PROPERTY AND CASUALTY INSURANCE

UC0318 - 5 HRS PC; 5 HRS GEN

RII 154.0 - STANDARD FIRE INSURANCE POLICY AND LIABILITY INSURANCE

UC0319 - 24 HRS PC

RII 155.0 - HOMEOWNERS MULTI-PERIL, AUTOMOBILE, MARINE AND TRANSPORTATION INSURANCE

UC0320 - 24 HRS PC

CLU COURSE #HS331 STUDY UNITS 11, 12 AND 15

UC0321 - 4 HRS LH; 2 HRS GEN

CREIGHTON UNIVERSITY College of Business Administration Omaha, NE 68178

Sponsor Representative: Guy R. Banville (402)280-4113

FINANCE 327 - INSURANCE AND RISK MANAGEMENT

UC 1121 - 24 HRS GEN

FINANCE 337 - PRINCIPLES OF LIFE AND HEALTH INSURANCE

UC 1122 - 24 HRS LH

FINANCE 347 - SOCIAL INSURANCE AND ECONOMIC SECURITY

UC 1123 - 24 HRS GEN

FINANCE 427 - RISK MANAGEMENT
UC 1124 - 24 HRS GEN

FINANCE 338 - PROPERTY AND LIABILITY INSURANCE
UC 1125 - 24 HRS PC

CREIGHTON UNIVERSITY LAW SCHOOL
2500 California Street
Omaha, NE 68178

Sponsor Representative: Marianne Culhane (402)280-3154
Roland Santoni (402)280-3094

INSURANCE LAW
UC1395 - 24 HRS GEN

SECURITIES REGULATION
UC1989 - 24 HRS LH

UNIVERSITY OF NE-KEARNEY
Kearney, NE 68849

Sponsor Representative: Doyle E. Howitt (308)234-8211

PRINCIPLES OF INSURANCE 316
UC1051 - 24 HRS GEN

METROPOLITAN COMMUNITY COLLEGE
P. O. Box 3777
Omaha, NE 68103

Sponsor Representative: Linda Cumbee (402)449-8520

PRINCIPLES OF INSURANCE (INS101)
UC1492 - 24 HRS GEN
Concurrent by Quarter; Fort Omaha Campus

INSURANCE LAW (INS 150)
UC2895 - 24 HRS GEN

INDIVIDUAL HEALTH INSURANCE (INS 205)
UC2896 - 24 HRS HEALTH

SOUTHEAST COMMUNITY COLLEGE
8800 "O" Street
Lincoln, NE 68520

Sponsor Representative: Robert J. Dempsey (402)437-2709

REAL ESTATE LAW COURSE #35103278
UC 1060 - 24 HRS PC

UNIVERSITY OF NEBRASKA COLLEGE OF LAW
PO Box 830902
Lincoln, NE 68583-0902

Sponsor Representative: Mari Crispin (402)472-1258

INSURANCE LAW (783/G) - (Must be student of College of Law)
UC 0615 - 24 HRS GEN

CONTRACTS-LAW 501/502 - (Must be student of College of Law)
UC 1079 - 24 HRS LH

UNIVERSITY OF NEBRASKA - LINCOLN
College of Business Administration
Lincoln, NE

Sponsor Representative: Leonard Berekson (402)472-3382

PRINCIPLES OF INSURANCE - #307
UC 0989 - 24 HRS GEN

PROPERTY AND LIABILITY INSURANCE - #407/807
UC 0899 - 24 HRS PC

LIFE INSURANCE - #412/812
UC 0991 - 24 HRS LH

GROUP LIFE, HEALTH INSURANCE AND PENSIONS
UC 0992 - 24 HRS LH

SOCIAL SECURITY ECONOMICS
UC 0993 - 24 HRS GEN

UNIVERSITY OF NEBRASKA AT OMAHA
College of Business Administration 512-G
Omaha, NE 68182

Sponsor Representative: Willis Rokes (402)554-2546

PRINCIPLES OF INSURANCE - INS 371
UC 0513 - 8 HRS LH; 8 HRS PC; 8 HRS GEN

PROPERTY AND LIABILITY INSURANCE
UC 0514 - 24 HRS PC

CONTEMPORARY ECONOMICS BSAD 8270
UC 3177 - 24 HRS GEN

WAYNE STATE COLLEGE
200 East 10
Wayne, NE 68787

Sponsor Representative: Vaughn L. Benson (402)375-2200, Ext. 245

PRINCIPLES OF INSURANCE
UC 0472 - 8 HRS LH; 8 HRS PC; 8 HRS GEN

COMPREHENSIVE COMPANY LISTING

The following companies sponsor courses which have been approved by our Department for continuing education credit. These courses are not currently being presented and, therefore, are not individually listed. If you should have any questions regarding a course sponsored by one of these companies, please contact the sponsor representative indicated for that company.

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AMERICAN GENERAL LIFE INSURANCE COMPANY Roger K. Glass	(214)841-1123
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AMERITAS LIFE INSURANCE CORPORATION Wendy Wertz	(402)467-7425
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BLAKELY CROP HAIL Joel F. Weiss	(913)232-0937
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BLUE CROSS AND BLUE SHIELD OF OREGON Bob Setterberg	(503)220-6239
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BUSINESSMEN'S ASSURANCE COMPANY Janet Agnew Diane Fletcher	(800)829-7247 (800)262-5433
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JOHN HANCOCK PROPERTY AND CASUALTY INSURANCE COMPANY Ron Rathke Robert Mortensen	(800)527-0363 (617)375-3204
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KANSAS CITY LIFE INSURANCE COMPANY C. Stephen Swarts	(816)753-7000
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Denise Yeackley	(402)458-5400
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